

MCD Insurance & Annuity Advisors

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FINANCIAL PLANNING QUESTIONNAIRE

GENERAL INFORMATION

Name: _____ Today's Date: mm / dd / yyyy

SPOUSE'S/PARTNER'S Name (Co-Client): _____

YOUR Employment: Self-Employed Company Owner Employee Retired

Company Name: _____

Occupation: _____ Years with Company: _____

SPOUSE'S/PARTNER'S Employment: Self-Employed Company Owner Employee Retired

Company Name: _____

Occupation: _____ Years with Company: _____

ASSETS

BANK ACCOUNTS

Name of Account	Owner	Balance
Checking		\$
Money Market / Savings		\$
All CDs		\$
Other:		\$
How much of the above amount do you want earmarked for retirement?		\$

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RETIREMENT ACCOUNTS

List tax-deferred accounts separately and include accounts labeled: 401(k), 403(b), 457, ESOP, SEP, SIMPLE, Profit Sharing, TSA, Annuities, Traditional IRA and Roth IRA. Please attach copies of most recent statements.

Name of Account	At	Owner	Balance
<i>Example: Lifespan 403(b)</i>	<i>Vanguard</i>	<i>Mary</i>	<i>\$42,000</i>
			\$
			\$
			\$
			\$
			\$

TAXABLE ACCOUNTS

List accounts separately and include: brokerage accounts, joint accounts, trusts, TODs, PODs, non-qualified annuities and accounts in an individual name. Please attach copies of most recent statements.

Name of Account	At	Owner	Balance
<i>Example: Individual Account</i>	<i>Vanguard</i>	<i>John</i>	<i>\$51,000</i>
			\$
			\$
			\$
			\$

ASSETS HELD FOR EDUCATION

List separately for each child and include 529 Plans, Coverdell IRAs, Custodial Accounts, Education Savings Bonds, Mutual Fund Accounts, etc.

Name of Account	Type	Owner	Beneficiary	Balance
<i>Example: CollegeBoundFund</i>	<i>529 Plan</i>	<i>Mary</i>	<i>Julia</i>	<i>\$15,000</i>
				\$
				\$
				\$
				\$

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BUSINESS OWNERSHIP			
Include businesses in which you have direct ownership.			
Name of Business	Owner	Business Type	Appraisal (your share)
<i>Example: Peter's Painting Co.</i>	<i>Peter</i>	<i>S-Corp</i>	<i>\$250,000</i>
			\$
			\$
Do you plan to sell your business to create retirement assets?			<input type="radio"/> Yes <input type="radio"/> No
If yes, in what approximate year?			yyyy
Desired annual growth rate of business: <i>(If left blank, we will grow your business by 8% until sold.)</i>			%

REAL ESTATE			
For additional properties, please attach a separate sheet.			
Property	Investment or Personal	Owner	Value
<i>Example: 212 Windham</i>	<i>Personal Residence</i>	<i>Joint</i>	<i>\$315,000</i>
	Personal Residence		\$
	Second Home		\$
	Investment Property (1)		\$
	Investment Property (2)		\$
	Other:		\$
How much pre-tax income do you receive each year from your investment properties?			\$
Which of these real estate properties is available to be sold with the proceeds used for retirement?			
In what year would you like to sell the property?			yyyy

LIABILITIES**MORTGAGES**

Mortgages	Balance Remaining	Term Remaining	Interest Rate
Primary Residence	\$		%
Second Home	\$		%
Investment Property (1)	\$		%

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Investment Property (2)	\$		%
Other:	\$		%
Other:	\$		%
Home Equity Line of Credit Balance:			\$
Amount Available:			\$

OTHER DEBT		
Debt	Balance	Interest Rate(s)
Vehicle	\$	%
Vehicle	\$	%
All Credit Cards	\$	%
Student Loans	\$	%
Other:	\$	%

INCOME AND RETIREMENT ANALYSIS	
YOUR Current Annual Income?	\$
SPOUSE'S/PARTNER'S Current Annual Income?	\$
At what age do YOU expect to retire? <i>(If you are already retired, put in your current age.) (We will use this age to run your retirement projections.)</i>	
At what age does your SPOUSE/PARTNER expect to retire? <i>(If she/he has already retired, put in her/his current age.)</i>	
How much do YOU contribute to your retirement plans each year? <i>(Include the amount your employer adds through a profit sharing or matching program.)</i>	\$
How much does your SPOUSE/PARTNER contribute to her/his retirement plans each year? <i>(Include the amount her/his employer adds through a profit sharing or matching program.)</i>	\$
How much will you need to spend each month in retirement? <i>(Include taxes and think in terms of today's dollars.) (If you leave this question blank, we will assume you will need 85% of your current income.)</i>	\$
Additional Annual Savings:	\$
Type of Account:	

PENSIONS			
Client Name	Monthly Amount at Start	Age at Start	Inflation COLA
Example: Mary	\$1,200	65	<input checked="" type="radio"/> Yes <input type="radio"/> No
	\$		<input type="radio"/> Yes <input type="radio"/> No
	\$		<input type="radio"/> Yes <input type="radio"/> No
	\$		<input type="radio"/> Yes <input type="radio"/> No
What payout option does this pension represent? (We will assume joint and 50% survivor unless otherwise indicated.)			
<input type="radio"/> Single Life	Name Applicable Pension(s):		
<input type="radio"/> Joint and 50% Survivor	Name Applicable Pension(s):		
<input type="radio"/> Joint and 100% Survivor	Name Applicable Pension(s):		

SOCIAL SECURITY		
<i>(If left blank, we will calculate social security payments based on current income and full retirement age.)</i>		
Client Name	Age to Start Payments	Anticipated Monthly Payment
Example: John	66	\$1,436
		\$
		\$

OTHER INCOME AND EXPENSES			
Do YOU expect to work part-time during retirement?			<input type="radio"/> Yes <input type="radio"/> No
If so, for how many years?		At what salary (in current dollars)?	\$
Does your SPOUSE/PARTNER expect to work part-time during retirement?			<input type="radio"/> Yes <input type="radio"/> No
If so, for how many years?		At what salary (in current dollars)?	\$
What is the value of any expected inheritance/gifts?			\$
In what year would you estimate that you might receive this inheritance?			YYYY
What is the value of any anticipated expenses or major purchases (other than education)?			\$
In what year should these expenses be applied?			YYYY

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Is there anything else we should know about when we plan for your retirement?

INSURANCE ANALYSIS

For how many years will you need life insurance?
 (If you leave blank, we will assume until the first year of retirement.)

LIFE INSURANCE: TERM POLICIES

Please attach your latest statement.

Face Value	Insured	Group or Individual	Term Remaining	Premium per Year
Example: \$500,000	John	Individual	10 years	\$700
\$				\$
\$				\$
\$				\$

LIFE INSURANCE: PERMANENT POLICIES

Please attach your latest statement.

Face Value	Type	Year Purchased	Insured	Cash Value	Premium per Year
Example: \$100,000	Whole Life	1998	Mary	\$10,000	\$1,000
\$				\$	\$
\$				\$	\$
\$				\$	\$

LONG TERM DISABILITY INSURANCE

Please attach policies if available.

Name	Monthly Benefit	Group or Individual	Premium per Year
Example: John	\$3,000	Individual	\$2,100
	\$		\$
	\$		\$
	\$		\$

LONG TERM CARE INSURANCE
Please attach policies if available.

Name	Daily Benefit	Inflation Rider?	Term	Premium per Year
Example: Mary	\$150	<input checked="" type="radio"/> Yes <input type="radio"/> No	3 years	\$1,500
	\$	<input type="radio"/> Yes <input type="radio"/> No		\$
	\$	<input type="radio"/> Yes <input type="radio"/> No		\$

Notes

FUNDING NEEDS FOR CHILDREN AND OTHER DEPENDENTS

We will use the college savings information from the Assets section to determine our education funding projections.

Name	Date of Birth	College Start Year	Years to Fund
Example: Julia	2/23/2001	September 2013	4 years

ANNUAL COST

What is the annual cost of college you are willing to fund for each child?
 Keep in mind that your children may get financial aid or choose to take out student loans to help pay for expenses. Therefore, list only the amount you are willing to pay in current dollars. For instance, if you expect a year of college (graduate school) to cost \$15,000 and you plan to pay two-thirds of that amount, then you would give "\$10,000" as your estimated cost.

\$

Annual Expenses for Other Dependents (for example, parents):

\$

ESTATE PLANNING

Do you have updated wills?	<input type="radio"/> Yes <input type="radio"/> No
Do you have powers of attorney?	<input type="radio"/> Yes <input type="radio"/> No
Have you executed health care proxies?	<input type="radio"/> Yes <input type="radio"/> No
Have you established any trusts?	<input type="radio"/> Yes <input type="radio"/> No
When were these documents last updated?	

Notes

Client Signature:

Print Name:

THANK YOU.